

Exhibit 4 to Second Amended and Supplemental Complaint

Global Media
Franchise Revenue in Excess of 100k
Weekly Change (from Jan 8 to Jan 15)

Deal	Product	Region	Probability	Actual					Pipeline			Comments
				Dec	Jan	Jan	Jan	Jan	Feb	Mar	2nd Qtr	
Albion Communications - acq financing for Fisher Commun (D027037)	Bonds-Corporate High Yield	Americas	25.00	0	0	0	0	0	0	2,317	0	0 Pipeline added
AOL Time Warner - convertible offering (Q0 02) (D024044)	Equity-Convertible Bonds	Americas	0.00	0	0	0	0	0	0	(144)	0	0 Pipeline moved
BC Partners - acqn of BertelsmannSpringer (Chess) / Chess " (D024783)	Acquisition Advisory	Europe	0.00	0	0	0	0	0	0	0	5,000	0 Pipeline adjusted
BusinessWire - general advisory (D005685)	Acquisition Advisory	Americas	25.00	0	0	0	0	0	0	0	(929)	0 Pipeline adjusted
CarlyleWelsh - acq fncg for West Dex West (Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	Americas	25.00	0	0	0	0	0	0	0	(107)	0 Pipeline adjusted
Echostar - acqn advisory and financing (GM - HE) (D014601)	Bonds-Corporate High Yield	Americas	50.00	0	0	0	0	0	0	0	0	0 Pipeline adjusted
Electronic Arts - general advisory (VUE Games) (D025637)	Acquisition Advisory	Europe	0.00	0	0	0	0	0	0	0	(4,801)	0 Pipeline removed
DirectTV USA - bridge financing (Q0 02) (D020076)	Bonds-Corporate High Yield	Americas	25.00	0	0	0	0	0	0	0	3,310	0 Pipeline moved
DirectTV USA - bridge financing (Q0 02) (D020076)	Bonds-Corporate High Yield	Americas	25.00	0	0	0	0	0	0	0	0	0 Pipeline removed
RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	Americas	100.00	0	0	0	0	0	0	0	(6,529)	0 Pipeline removed
RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	Americas	100.00	0	0	0	0	0	0	0	(271)	0 Pipeline removed
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Acquisition Advisory	Americas	75.00	0	0	0	0	0	0	0	0	0 Probability changed
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Acquisition Advisory	Europe	100.00	0	0	0	0	0	0	0	0	0 Probability changed
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Acquisition Advisory	Europe	75.00	0	0	0	0	0	0	0	0	0 Probability changed
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Bonds-Corporate High Yield	Europe	50.00	0	0	0	0	0	0	0	0	0 Probability added
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Senior Bank Debt	Europe	50.00	0	0	0	0	0	0	0	0	0 Pipeline added
Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	Europe	0.00	0	0	0	0	0	0	0	0	0 Pipeline added
Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	Americas	25.00	0	0	0	0	0	0	0	(9,746)	0 Pipeline adjusted
Young Broadcasting - general advisory (Kron Station) (D025304)	Block Trade	Americas	25.00	0	0	0	0	0	0	0	0	0 Pipeline adjusted
Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	Americas	25.00	0	0	0	0	0	0	0	(3,841)	0 Pipeline adjusted
Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	Americas	50.00	0	0	0	0	0	0	0	2,837	0 Pipeline added

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DB 000596

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA (1)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	BIW PRIOR YTD Franchise Revenue	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	End Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Plan	BIW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	1,466	31,325	27,867	4,059	591	81,419	10,705	43,221	49,000	(17,075)	-	-
Other Advisory	-	-	170	(170)	-	-	-	-	49,000	(17,075)	-	-
Total Advisory	1,466	31,325	28,037	3,888	591	81,419	10,705	43,221	-	-	-	-
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
HYCM	3,031	25,992	20,109	5,883	7,586	16,314	5,000	38,558	14,000	11,992	-	-
Leverage Loan Fees	-	17,968	12,115	5,853	-	70,899	35,353	53,331	14,000	3,968	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	3,031	43,960	32,224	11,735	7,586	87,013	40,364	91,889	28,000	15,960	-	-
Equity Underwriting	-	-	-	-	-	-	-	-	-	-	-	-
Private Placement-Equity	127	56,557	38,022	18,535	-	58,494	10,285	66,842	-	56,557	61	45
Structured Equity Transactions Group	-	908	85	823	-	-	-	908	-	908	-	-
Total Equity	127	57,465	38,289	19,198	-	58,494	10,285	67,750	49,000	8,466	61	45
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	900	(800)	-	-	-	-	-	-	-	-
GM DCM JV	-	2,856	15,705	(12,848)	-	-	-	2,856	-	2,856	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	2,693	(2,693)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	2,891	(1,085)	4,077	-	-	-	2,891	-	2,891	-	-
Total Legacy Portfolios / Cross Selling / Other	(74)	5,847	18,203	(12,355)	-	-	-	5,847	14,000	(6,153)	-	-
Total Corporate Finance Product	4,551	135,197	116,734	22,494	8,157	226,926	61,353	208,707	140,000	(603)	61	45

Notes:
1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) Balance of Pipeline includes all future years

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DB 000597

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN '000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Acme Communications - general advisory (D006356)	-	-	591	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	3,670	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA Lev Fin
	Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Emmis Communications - general advisory (Project Football) / Football (D026447)	96	96	-	None
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	250	500	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus & Turk.
	Impresa/Colina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	(12)	77	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Pinnacle Holdings - general advisory (2001) (D010190)	960	960	-	NA Lev Fin
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	-	750	-	EUR TECH
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	StoryFirst - valuation of Russian assets (D025060)	-	352	-	None
	SuperRadio - general advisory (D000577)	-	297	-	None
	Taylor & Francis -acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	172	172	-	EUR SPON, UK
	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	-	110	-	IBERIA
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
Total M&A		1,466	31,925	591	
Total Advisory		1,466	31,925	591	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	Allbritton Communications - HY (4Q 02) (D020406)	2,573	2,573	-	NA Lev Fin
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Carlyle/Welsh- acq fnocg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	-	4,766	-	NA FIN SPO, NA Lev Fin
	Echostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
	Entelcom Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	45	431	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin

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DB 000598

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON
	Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	-	7,566	NA Lev Fin
	Salem Communications - HY offering (4Q 02) (D027241)	106	106	-	None
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	307	551	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	-	1,929	-	EUR SPON
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
	Total HYCM	3,031	25,992	7,566	
	Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503)	-	2,860	-	NA FIN SPO, NA Lev Fin
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	1,297	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,960	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834)	-	1,980	-	EUR SPON, UK
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	-	659	-	None
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016676)	-	1,930	-	NA FIN SPO, NA Lev Fin
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON, NA MEDIA
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	-	292	-	EUR SPON
	Total Leverage Loan Fees	-	17,968	-	
	Total Debt Products	3,031	43,960	7,566	
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Entercom Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	5,287	-	NA Lev Fin
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	296	-	EUR TECH, NA CON
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,649	-	UK
	Leap Frog Enterprises - IPO financing (D016309)	-	688	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	126	(4,595)	-	CHINA, NA FIN SPO, ASIA SPON
	MediaNation - Sponsoring Agreement (D027084)	-	65	-	ASIA SPON, CHINA, NA FIN SPO
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,747	-	FRANCE
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None

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DB 000599

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Vivendi Universal - mandatory convertible bond (D026623)	1	22,335	-	FRANCE
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
Total Equity Underwriting		127	56,567	-	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam mtrn (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	749	-	NA P PLMT
	SONICblue - equity private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
Total Private Placement-Equity		-	908	-	
Total Equity		127	57,465	-	
	AOL Time Warner inc. - IG Bond. (M3404)	-	141	-	None
	Pitney Bowes - IG offering (3Q 02) (D026114)	-	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV		-	2,866	-	
	AOL Time Warner - Strategic Lending Contract (M4545)	(17)	(105)	-	None
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(56)	(739)	-	None
	Unallocated Event (***)	(0)	(1)	-	None
Total Principal Investing / PE Exceptions / Other		(74)	2,991	-	
Total Legacy Portfolios / Cross Selling / Other		(74)	5,847	-	
Total Corporate Finance Product		4,551	139,197	8,157	

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DB 000600

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JUN-2003
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value					Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
			Jan	Feb	Mar	Apr					
Total M&A	Acme Communications - general advisory (D006356)	75	-	-	-	355	-	-	(355)	355	266
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	100	1,135	-	-	-	-	-	(1,135)	1,135	1,135
	BC Partners - acqn of Bertelsmann/Springer (Chess) / Chess - (D024783)	0	-	-	-	5,000	-	-	(5,000)	5,000	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359)	25	-	2,000	-	-	-	-	(2,000)	2,000	500
	BusinessWire - general advisory (D005695)	25	-	-	-	-	4,256	-	-	4,256	1,064
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	6,000	-	-	6,000	-
	Digitalurk - sell-side advisory (D025150)	25	-	-	3,000	-	-	-	(3,000)	3,000	750
	Digitalurk - sell-side advisory (D025150)	100	-	-	100	-	-	-	(100)	100	100
	Ermmis Communications - acq of Fisher Communications (D027038)	25	-	-	-	-	3,310	-	-	3,310	828
	Ermmis Communications - general advisory (Project Football) / Football (D026447)	0	-	-	-	-	11,490	-	-	11,490	-
	Fininvest - (Focus) / Focus (ex-Simlaest) (D016069)	75	-	250	-	-	-	-	(250)	250	189
	JCDecaux - acquisition advisory - Project Daedalus (D022235)	25	-	-	-	-	4,500	-	-	4,500	1,125
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0	-	-	-	-	4,728	-	-	4,728	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	5,000	-	-	-	(5,000)	5,000	1,250
	Reuters - strategic advisory re 53% stake in Tibco (D026052)	0	-	-	-	-	4,000	-	-	4,000	-
Total HYCM	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	25	-	-	-	-	4,000	-	-	4,000	1,000
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	9,457	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/ECM (ex. Technologies) / Ceniabli (D025296)	25	-	-	10,000	-	-	-	(10,000)	10,000	2,500
	Young Broadcasting - general advisory (Kion Station) (D025304)	0	-	-	-	-	2,837	-	-	2,837	-
			1,135	2,250	18,100	5,355		54,579	(28,840)	81,419	10,705
			1,135	2,250	18,100	5,355		54,579	(28,840)	81,419	10,705
	Albritton Communications - acq financing for Fisher Commun (D027037)	25	-	-	2,317	-	-	-	(2,317)	2,317	579
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	-	(3,688)	3,688	1,844
	Carlyle/Welsh - acq frncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	-	-	-	6,998	-	-	6,998	1,750
	DirectTV USA - bridge financing (4Q 02) (D022075)	25	-	-	-	3,310	-	-	(3,310)	3,310	828
			-	3,688	2,317	3,310	3,998		(9,315)	16,314	5,000
	Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,783	-	-	-	-	(3,783)	3,783	1,891
	Carlyle/Welsh - acq frncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	-	5,674	-	-	-	(5,674)	5,674	1,419
	Comcast - acq frncg for AT&T Broadband (participant bank) (D020813)	50	-	-	1,702	-	-	-	(1,702)	1,702	851
Total Leverage Loan Fees	DirectTV USA - bridge financing (4Q 02) (D020076)	50	-	-	17,779	-	-	-	(17,779)	17,779	8,890
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	32,722	-	-	-	-	-	(32,722)	32,722	16,361
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	100	5,201	-	-	-	-	-	(5,201)	5,201	5,201
	Sinclair Broadcasting - bank financing (3Q 02) (D021692)	0	-	-	2,837	-	-	-	(2,837)	2,837	-
	Vivendi Universal Entertainment - Refinancing (D025595)	75	-	-	1,000	-	-	-	(1,000)	1,000	750
			37,923	3,783	28,993	-	-	-	(70,699)	70,699	35,363
			37,923	3,783	28,993	-	-	-	(70,699)	70,699	35,363
	Total Debt Products		37,923	7,471	31,310	3,310	5,998		(80,015)	87,013	40,364
	AOI Time Warner - convertible offering (3Q 02) (D024044)	0	-	-	-	-	-	-	-	9,457	-
	Axiel Springer/Krich - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	9,457	-	-	-	(9,457)	15,000	-
	Belys - GBP 200 million convertible bond (D020246)	75	-	-	2,500	-	15,000	-	(2,500)	2,500	1,875
	Citadel Broadcasting - IPO (D023066)	0	-	-	2,837	-	-	-	(2,837)	2,837	-
	Mediastation - Sponsoring Agreement (D027084)	75	-	-	-	-	61	-	-	121	91
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	-	1,182	-	-	-	(1,182)	1,182	6,000
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	-	8,000	-
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	0	-	-	-	-	10,000	-	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	-	(9,457)	9,457	2,364
			9,457	-	15,976	-	33,061		(25,373)	58,555	10,330
Total Equity Underwriting			9,457	-	15,976	-	33,061		(25,373)	58,555	10,330
			9,457	-	15,976	-	33,061		(25,373)	58,555	10,330
Total Corporate Finance Product			48,515	9,721	65,387	8,665	34,838		(132,227)	226,986	61,399
			48,515	9,721	65,387	8,665	34,838		(132,227)	226,986	61,399

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BANKER	DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Am Ing, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Citadel Broadcasting - IPO (D023086)	Equity-IPO	0%	-	-	-	2,837	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	0%	-	5,134	-	-	-
	DirectTV USA - bridge financing (4Q 02) (D020076)	Bonds-Corporate High Yield	25%	-	-	-	3,910	-
	DirectTV USA - bridge financing (4Q 02) (D020076)	Senior Bank Debt	50%	-	-	-	17,779	-
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	8,688	-	-	-
	Echostar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	N/A	-	(538)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014801)	Acquisition Advisory	N/A	-	(145)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Bridge Loans	50%	-	2,206	-	32,722	-
	Emmis Communications - Block Trade (2Q 02) (D021959)	Block Trade	N/A	-	-	-	-	-
	Emmis Communications - acq of Fisher Communications (D027038)	Acquisition Advisory	25%	-	-	-	3,310	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	11,490	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	N/A	96	96	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020128)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	5,960	-	-	-
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	126	(4,595)	-	-	-
	MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	75%	-	-	-	61	61
	MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	N/A	-	65	-	-	-
	Radio One - HY offering (2Q 01) (D012201)	Bonds-Corporate High Yield	N/A	-	(6)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	917	-	-	-
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	Bonds-Corporate High Yield	N/A	307	551	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,208	-	2,837	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	-	-
	SuperRadio - general advisory (D000577)	Divestiture Advisory	N/A	-	297	-	-	-
	Viacom - IG offering (3Q 02) (D025876)	Bonds-Corp. Investment Grade	N/A	-	657	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	1,125	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	N/A	-	749	-	-	-
	Bluelity Digital - Private Placement (Q2 02) (D013707)	Private Placement-Equity	N/A	-	-	-	-	-
Austin, Geoffrey	BC Partners - acqn of BertelsmannSpringer (Chees) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Acquisition Advisory	100%	-	-	-	1,135	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Bonds-Corporate High Yield	50%	-	-	-	3,688	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Senior Bank Debt	50%	-	-	-	3,783	-
	Gazprom - sale of Gazprom Media to Spunik Group (Astra) / Astra * (D013840)	Valuation	N/A	-	2,367	-	-	-
	Johnson Press - acqn advisory for RIM / Pacific (D014213)	Acquisition Advisory	N/A	-	2,188	-	-	-
	Johnson Press - rights issue for acqn of RIM (D022644)	Equity-Rights	N/A	-	1,649	-	-	-
	Johnson Press - \$680mm debt financing for RIM acquisition / Jupiter.- (D014834)	Senior Bank Debt	N/A	-	1,960	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Taylor & Francis - pot acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Acquisition Advisory	N/A	172	172	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/ECM (ex.T. technologies) / Cantabill (D025296)	Divestiture Advisory	25%	-	-	-	10,000	-
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	Bonds-Corporate High Yield	N/A	-	1,929	-	-	-
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	Senior Bank Debt	N/A	-	292	-	-	-
Ca'ay, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Carlyle/Velsh - acq frqg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	6,988	-
	Carlyle/Velsh - acq frqg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	5,874	-
	Carlyle/Velsh - acq frqg for Qwest Dex East(Phase I) / Phase 1 (D023503)	Bonds-Corporate High Yield	N/A	-	4,768	-	-	-
	Carlyle/Velsh - acq frqg for Qwest Dex East(Phase I) / Phase 1 (D023503)	Senior Bank Debt	N/A	-	2,860	-	2,637	-
	Citadel Broadcasting - IPO (D023086)	Equity-IPO	0%	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	5,134	-	-	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	11,490	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	N/A	96	96	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020128)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-

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Graves, Daniel B.	MediaNation - Sponsoring Agreement (D027084)	75%	-	-	-	81	81
	MediaNation - Sponsoring Agreement (D027084)	N/A	-	65	-	-	-
	NextMedia Group - HY offering (2Q 01) (D013233)	N/A	-	(89)	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	100%	-	-	7,566	5,201	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	N/A	-	-	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	N/A	-	917	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	N/A	-	1,206	-	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	N/A	-	536	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0%	-	297	-	2,837	-
	SuperRadio - general advisory (D000577)	N/A	-	657	-	-	-
	Viacom - IG offering (3Q 02) (D025576)	N/A	-	-	-	-	-
	Adelphia Communications - HY offering (2Q 01) (D013200)	N/A	-	68	-	-	-
	Albion Communications - General Advisory (News Ch 8) (D020686)	N/A	-	111	-	-	-
	Albion Communications - HY (4Q 02) (D024406)	N/A	2,573	2,573	-	-	-
	Albion Communications - acq financing for Fisher Comm (D027037)	25%	-	-	-	2,317	-
	Gaylord Entertainment - Project Workshop / Workshop (D013127)	N/A	-	1,621	-	-	-
	Gray Television - HY offering (4Q 02) (D025884)	N/A	45	431	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	N/A	-	5,287	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	N/A	-	1,287	-	-	-
	Landmark Communications - general advisory (Retailer 2001-02) (D014724)	N/A	-	203	-	-	-
	Salem Communications - HY offering (4Q 02) (D027241)	N/A	106	106	-	-	-
Lovagrove, Stephen	Salem Communications - secondary offering (3Q 02) (D024428)	0%	-	-	-	1,182	-
	Tribune Co - general advisory (radio assets) (D002334)	N/A	-	1,088	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	N/A	-	761	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0%	-	-	-	15,000	-
	BC Partners - acq of BertelsmannSpringer (Chess) / Chess ** (D024783)	0%	-	-	-	5,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75%	-	-	-	2,500	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	100%	-	-	-	1,135	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50%	-	-	-	3,688	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50%	-	-	-	3,783	-
	Bertelsmann - Project Rock / Rock... (D014619)	N/A	-	2,010	-	-	-
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023840)	N/A	-	4,191	-	-	-
	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D016359)	25%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0%	-	-	-	6,000	-
	Digiturk - sell-side advisory (D025150)	100%	-	-	-	100	-
	Digiturk - sell-side advisory (D025150)	25%	-	-	-	3,000	-
	Impressa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	N/A	(12)	77	-	-	-
	JCDecaux - IPO (Project Fox) / Fox (D004897)	N/A	-	(1,828)	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	25%	-	30	-	4,500	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	N/A	-	-	-	-	-
Lovell, Nicholas	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	0%	-	-	-	4,729	-
	Reuters - strategic divestiture advisory re 53% stake in Tibco (D026052)	25%	-	-	-	5,000	-
	SES Global - e700-1bn IPO - Project Gerard / Gerard (D013535)	0%	-	-	-	4,000	-
	TF1 - EUR 350mn refinancing - July 2002 (D022100)	75%	-	151	-	8,000	-
	TPI - Project Zamora (Latin American Acquisitions) / Zamora... (D093871)	N/A	-	110	-	-	-
	Taylor & Francis - pot acq of Blackwell STM publishing subs (D012872)	N/A	-	-	-	4,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/EOM (ex Technologies) / Cantabill (D025296)	25%	-	-	-	10,000	-
	Impressa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	N/A	(12)	77	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0%	-	3,747	-	4,729	-
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	10,000	-
	Vivendi - Canal Plus French assets M&A/EOM (ex Technologies) / Cantabill (D025296)	25%	-	-	-	-	-
	Impressa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	N/A	(12)	77	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0%	-	3,747	-	4,729	-
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	9,457	-
	Vivendi - Canal Plus French assets M&A/EOM (ex Technologies) / Cantabill (D025296)	25%	-	-	-	10,000	-

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BANKER	DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Machine, Bruce	Bertelsmann - Project Rock / Rock.. (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	100	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	3,000	-
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	75%	-	-	-	250	-
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	N/A	250	500	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Valuation	N/A	-	2,367	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Bonds-Corporate High Yield	N/A	-	5,333	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Senior Bank Debt	N/A	-	1,712	-	-	-
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	Merger Advisory	N/A	-	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	25%	-	-	-	5,000	-
	StoryFirst - valuation of Russian assets (D025060)	Valuation	N/A	-	352	-	-	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Equity-IPO	0%	-	-	-	10,000	-
	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	9,457	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
Morris, J.L. Malcolm	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Senior Bank Debt	N/A	-	5,960	-	-	-
	Pinnacle Holdings - general advisory (2001) (D010190)	Divestiture Advisory	N/A	960	960	-	-	-
	SpectraStar Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-	-
	TIM Brazil - Project Ellei/Phase 1 (strategic alliance) / Ellei - 1, (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	-
	TV Globo - Project Waves / Waves... (D013528)	Divestiture Advisory	N/A	-	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D008356)	Divestiture Advisory	75%	-	-	-	355	-
	Acme Communications - general advisory (D008356)	Divestiture Advisory	N/A	-	-	591	-	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	-	859	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,830	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	2,837	-
Silver, Ellen L.	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	-	859	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Bertelsmann - Project Rock / Rock.. (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023840)	Short Term Finance	N/A	-	4,191	-	-	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	75%	-	-	-	230	-
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	N/A	250	500	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Vivendi Universal - mandatory convertible bond (D025623)	Equity-Convertible Bonds	N/A	1	22,335	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	-	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	N/A	-	1,125	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	4,256	-
Trun-Hohenstein, Christian	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	N/A	-	-	-	1,702	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acqn opportunities in Europe (D016282)	Acquisition Advisory	N/A	-	3,408	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Block Trade	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Bonds-Corp. Investment Grade	N/A	-	88	-	-	-
	Wait Disney - \$450mm - IG Bond (D024828)	Divestiture Advisory	N/A	-	-	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020557)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Piney Bowes - IG offering (3Q 02) (D025114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
Yung, Sun J.	Icon Office Solutions - convertible offering (2Q 02) (D020557)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Piney Bowes - IG offering (3Q 02) (D025114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020557)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Piney Bowes - IG offering (3Q 02) (D025114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020557)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Piney Bowes - IG offering (3Q 02) (D025114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-	-

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BANKER	DEAL Scientific Atlanta -acquisition of Barconet-Project Baseball / Baseball (D013401)	PRODUCT Acquisition Advisory	PROB N/A	DEC FRANCHISE VALUE -	YTD DEC FRANCHISE VALUE 1,524	JAN FRANCHISE VALUE -	2003 FRANCHISE PIPELINE -	FRANCHISE FUTURE PIPELINE -
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DB 000605

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
NA MEDIA (I)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	B(W) PRIOR YTD Franchise Revenue	% Change Year over Year	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Actual	B(W) 2002 Full Year Actual	% Change 2003 Forecast over 2002 Full Year Actual	2002 Full Year Plan	B(W) 2002 Full Year Plan
MLA	1,056	23,370	14,212	9,159	94%	591	31,705	2,157	2,748	23,370	(20,622)	-88%	25,650	(2,280)
Other Advisory	1,056	23,370	14,212	(170)	-100%	591	31,705	2,157	2,748	23,370	(20,622)	-88%	25,650	(2,280)
Total Advisory														
ABL Origination					N/A							N/A		
HYCM					0%	7,566	12,625	3,166	10,722	18,730	(8,008)	-43%	7,330	11,400
Leverage Loan Fees	3,031	18,730	17,618	1,113	1464%	-	66,916	33,472	33,472	13,832	19,640	142%	7,330	6,502
Project Finance	-	-	885	12,947	N/A	-	-	-	-	-	-	N/A	-	-
Leveraged Portfolio Revenue	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Real Estate Investment Banking	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Total Debt Products	3,031	32,562	18,802	14,060	76%	7,566	79,542	36,628	44,194	32,652	11,532	35%	14,660	17,902
Equity Underwriting	126	30,454	19,845	10,609	53%	-	22,994	2,410	2,410	30,454	(28,045)	-92%	-	30,454
Private Placement/Equity	-	908	85	823	989%	-	-	-	-	908	(908)	-100%	-	908
Structured Equity Transactions Group	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Total Equity	126	31,362	19,930	11,432	57%	-	22,994	2,410	2,410	31,362	(28,952)	-92%	26,660	6,712
Capital Bank / Treasury Allocation	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
Other Global Markets	-	-	-	-	N/A	-	-	-	-	-	-	N/A	-	-
GM DCM JV	-	-	7,194	(4,338)	-60%	-	-	-	-	2,856	(2,856)	-100%	-	2,856
Legacy PF / Telecom / LA Portfolio - NIM	-	2,856	2,853	(2,853)	-100%	-	-	-	-	-	-	N/A	-	-
Principal Investing / PE Exceptions / Other	(73)	(1,189)	(1,935)	(113)	10%	-	-	-	-	(1,189)	1,189	-100%	-	(1,189)
Total Legacy Portfolios / Cross Selling / Other	(73)	(1,189)	(1,935)	(113)	-81%	-	-	-	-	(1,189)	1,189	-100%	-	(1,189)
Total Corporate Finance Product	4,740	88,952	57,606	27,346	44%	8,167	134,211	41,195	48,352	88,952	(39,600)	-45%	73,290	15,662

Notes:
1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) 2003 Plan not yet available

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DB 000606

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Acme Communications - general advisory (D006356)	-	-	591	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	3,670	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA Lev Fin
	Echostar - General Advisory (Vivendi) (D018541)	-	8,886	-	None
	Ennals Communications - general advisory (Project Football) / Football (D026447)	96	96	-	None
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Pinnacle Holdings - general advisory (2001) (D010190)	960	960	-	NA Lev Fin
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	SuperRadio - general advisory (D000577)	-	297	-	None
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1, (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
	Total M&A	1,056	23,370	591	
	Total Advisory	1,056	23,370	591	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	Allbritton Communications - HY (4Q 02) (D020408)	2,573	2,573	-	NA Lev Fin
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	-	4,766	-	NA FIN SPO, NA Lev Fin
	Echostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
	Entertainment Communications - HY offering (1Q 02) (D020888)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D0202033)	-	1,506	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	45	431	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	-	7,566	NA Lev Fin
	Salem Communications - HY offering (4Q 02) (D027241)	106	106	-	None
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	307	551	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
	Total HYCM	3,031	18,730	7,566	
	Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	-	2,860	-	NA FIN SPO, NA Lev Fin
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	1,297	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,960	-	NA FIN SPO, NA Lev Fin
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	-	659	-	None
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON, EUR MEDIA
	Total Leverage Loan Fees	-	13,832	-	

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DB 000607

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
Total Debt Products					
	Cumulus Media - secondary offering (2Q 02) (D022916)	3,031	32,562	7,566	
	Digital River - block trade (4Q 01) (D016304)	-	5,134	-	None
	Ermis Communications - Block Trade (2Q 02) (D021959)	-	85	-	None
	Entercom Communications - secondary offering (1Q 02) (D020128)	-	2,206	-	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	4,553	-	None
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,287	-	NA Lev Fin
	Internet Capital Group - IPO (D990806)	-	5,025	-	None
	Leap Frog Enterprises - IPO financing (D016309)	-	296	-	EUR TECH, NA CON
	LIN Television - IPO (D020127)	-	688	-	NA CON, NA FIN SPO
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	-	10,033	-	NA FIN SPO
	MediaNation - Sponsoring Agreement (D027084)	126	(4,595)	-	CHINA, NA FIN SPO, ASIA SPO
	Radio One - Secondary Offering (2Q 02) (D021881)	-	65	-	ASIA SPO, CHINA, NA FIN SPO
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	917	-	None
		-	761	-	NA FIN SPO
Total Equity Underwriting					
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	126	30,454	-	
	iBeam mtrn (M1574)	-	(0)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	(1)	-	None
	SONICblue - equity private placement (2Q 02) (D021165)	-	749	-	NA P PLMT
		-	160	-	NA P PLMT
Total Private Placement-Equity					
		-	908	-	
Total Equity					
		126	31,362	-	
	AOL Time Warner inc. - IG Bond. (M3404)	-	141	-	None
	Plitney Bowes - IG offering (3Q 02) (D028114)	-	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D029676)	-	657	-	None
	Wait Disney - \$450mn - IG Bond (D024828)	-	86	-	None
	Wait Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV					
		-	2,856	-	
	AOL Time Warner - Strategic Lending Contract (M4545)	(17)	(105)	-	None
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(56)	(739)	-	None
Total Principal Investing / PE Exceptions / Other					
		(73)	(1,199)	-	
Total Legacy Portfolios / Gross Selling / Other					
		(73)	1,657	-	
Total Corporate Finance Product					
		4,140	88,952	8,157	

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DB 000608

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
NA MEDIA

		Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
PRODUCT	DEAL	PROBABILITY	Jan	Feb	Mar	Apr	Balance Of Year 2003	Future Years	
	Acme Communications - general advisory (D006366)	75	-	-	-	355	-	(355)	266
	BusinessWire - general advisory (D005885)	25	-	-	-	-	4,256	-	1,064
	Ernnis Communications - acq of Fisher Communications (D027038)	25	-	-	-	-	3,310	-	828
	Ernnis Communications - general advisory (Project Football) / Football (D026447)	0	-	-	-	-	11,490	-	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	9,457	-	9,457
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	-	-	2,837	-	-
Total M&A			-	-	-	355	31,350	(355)	2,167
Total Advisory			-	-	-	355	31,350	(355)	2,167
	Allbritton Communications - acq financing for Fisher Commun (D027037)	25	-	-	2,317	-	-	(2,317)	579
	Carlyle/Welsh - acq fneg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	-	-	-	6,998	-	1,750
	DirectTV USA - bridge financing (4Q 02) (D020076)	25	-	-	-	3,310	-	(3,310)	828
Total HYCM			-	-	2,317	3,310	6,998	(5,627)	3,166
	Carlyle/Welsh - acq fneg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	-	5,674	-	-	(5,674)	1,419
	Comcast - acq fneg for AT&T Broadband (participant bank) (D020813)	50	-	-	1,702	-	-	(1,702)	851
	DirectTV USA - bridge financing (4Q 02) (D020076)	50	-	-	17,779	-	-	(17,779)	8,890
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	32,722	-	-	-	-	(32,722)	16,361
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	100	5,201	-	-	-	-	(5,201)	5,201
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	-	2,837	-	-	(2,837)	-
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	750
Total Leverage Loan Fees			37,923	-	28,993	-	-	(66,916)	33,472
Total Debt Products			37,923	-	31,310	3,310	6,998	(72,543)	38,628
	AOL Time Warner - convertible offering (3Q 02) (D024044)	0	-	-	9,457	-	-	(9,457)	-
	Citadel Broadcasting - IPO (D023066)	0	-	-	2,837	-	-	(2,837)	-
	MediaNation - Sponsoring Agreement (D027084)	75	-	-	-	-	61	61	91
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	-	1,182	-	-	(1,182)	-
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	2,364
Total Equity Underwriting			9,457	-	13,476	-	61	(22,873)	2,455
Total Equity			9,457	-	13,476	-	61	(22,873)	2,455
Total Corporate Finance Product			47,380	-	44,787	3,665	38,409	(96,771)	41,241

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DB 000609

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
NA Media

DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
BANKER Amir ng, Jeffrey							
Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
Citadel Broadcasting - IPO (D023066)	Equity-IPO	0%	-	-	-	2,837	-
Cumulus Media - secondary offering (2Q 02) (D022816)	Equity-Secondary	N/A	-	5,134	-	-	-
DirectTV USA - bridge financing (4Q 02) (D020076)	Bonds-Corporate High Yield	25%	-	-	-	3,310	-
DirectTV USA - bridge financing (4Q 02) (D020076)	Senior Bank Debt	50%	-	-	-	17,779	-
EchoStar - General Advisory (Vivendi) (D016841)	Other M&A Advisory	N/A	-	8,686	-	-	-
EchoStar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	N/A	-	(336)	-	-	-
EchoStar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	(145)	-	32,722	-
EchoStar - acq advisory and financing (GM - HE) (D014601)	Bridge Loans	N/A	-	2,206	-	3,310	-
Emmis Communications - Block Trade (2Q 02) (D021959)	Block Trade	N/A	-	-	-	11,480	-
Emmis Communications - acq of Fisher Communications (D027038)	Acquisition Advisory	25%	-	-	-	-	-
Emmis Communications - general advisory (Project Footbal) / Footbal (D026447)	Acquisition Advisory	0%	-	-	-	-	-
Emmis Communications - general advisory (Project Footbal) / Footbal (D026447)	Acquisition Advisory	N/A	98	96	-	-	-
Entercom Communications - HY offering (1Q 02) (D020888)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-
Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Senior Bank Debt	N/A	-	5,960	-	-	-
MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	75%	126	(4,595)	-	61	61
MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	N/A	-	65	-	-	-
MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	N/A	-	(6)	-	-	-
Radio One - HY offering (2Q 01) (D012201)	Bonds-Corporate High Yield	N/A	-	917	-	-	-
Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	917	-	-	-
Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	Bonds-Corporate High Yield	N/A	307	551	-	-	-
Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,208	-	-	-
Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	2,837	-
SuperRadio - general advisory (D005377)	Divestiture Advisory	N/A	-	287	-	-	-
Viacom - IG offering (3Q 02) (D025876)	Bonds-Corp. Investment Grade	N/A	-	657	-	-	-
Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	1,125	-	1,000	-
Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	N/A	-	749	-	-	-
WBilly Digital - Private Placement (Q2 02) (D013707)	Private Placement-Equity	N/A	-	-	-	-	-
Carey, Charles							
Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
Caryle/Walsh - acq Incg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	6,098	-
Caryle/Walsh - acq Incg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	5,674	-
Caryle/Walsh - acq Incg for Qwest Dex East (Phase I) / Phase 1 (D023503)	Bonds-Corporate High Yield	N/A	-	4,768	-	-	-
Caryle/Walsh - acq Incg for Qwest Dex East (Phase I) / Phase 1 (D023503)	Senior Bank Debt	0%	-	2,860	-	-	-
Citadel Broadcasting - IPO (D023066)	Equity-IPO	N/A	-	-	-	2,837	-
Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	5,134	-	11,480	-
Emmis Communications - general advisory (Project Footbal) / Footbal (D026447)	Acquisition Advisory	0%	-	-	-	-	-
Emmis Communications - general advisory (Project Footbal) / Footbal (D026447)	Acquisition Advisory	N/A	96	96	-	-	-
Entercom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-
Leap Frog Enterprises - IPO financing (D016309)	Equity-IPO	N/A	126	(4,595)	-	-	-
MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	75%	-	-	-	61	61
MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	N/A	-	65	-	-	-
MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	N/A	-	(8)	-	-	-
NextMedia Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	100%	-	-	7,566	-	-
Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	917	-	-	-
Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,206	-	-	-
Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	536	-	-	-
Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	2,837	-
SuperRadio - general advisory (D005377)	Divestiture Advisory	N/A	-	287	-	-	-
Viacom - IG offering (3Q 02) (D025876)	Bonds-Corp. Investment Grade	N/A	-	657	-	-	-
Graess, Daniel B.							
Adelphia Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	88	-	-	-
Albion Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	111	-	-	-
Albion Communications - HY (4Q 02) (D020406)	Bonds-Corporate High Yield	N/A	2,573	2,573	-	-	-
Albion Communications - acq financing for Fisher Commun (D027037)	Bonds-Corporate High Yield	25%	-	-	-	2,317	-

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DB 000610

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
NA Media

BANKER	DEAL	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Morris, J L Malcolm	Gaylord Entertainment - Project Worship / Worship (D013177)	N/A	-	1,621	-	-	-
	Gray Television - HY offering (4Q 02) (D025684)	45	-	431	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022857)	N/A	-	5,287	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022857)	N/A	-	1,297	-	-	-
	Landmark Communications - general advisory(Retailer 2001-02) (D014724)	N/A	-	203	-	-	-
	Salem Communications - HY offering (4Q 02) (D027241)	N/A	106	106	-	1,182	-
	Salem Communications - secondary offering (3Q 02) (D024428)	0%	-	-	-	-	-
	Tribune Co. - general advisory (radio assets) (D002234)	N/A	-	1,086	-	-	-
	XII Satellite Radio - secondary offering (2Q 02) (D022418)	N/A	-	761	-	-	-
	AOL Time Warner - convertible offering (3Q 02) (D024044)	0%	-	-	-	9,457	-
Paul, Gregory R.	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	N/A	-	5,860	-	-	-
	Pinnacle Holdings - general advisory (2001) (D010190)	960	-	960	-	-	-
	Specstar Holdings - Fairness Opinion (SBC) (D022702)	N/A	-	533	-	-	-
	TIM Brazil - Project Eifel/Phase 1, (strategic alliance) / Eifel - 1, (D014121)	N/A	-	1,578	-	-	-
	TV Globo - Project Waves / Waves ... (D013828)	N/A	-	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	N/A	-	482	-	-	-
	Acme Communications - general advisory (D006366)	75%	-	-	591	355	-
	Acme Communications - general advisory (D006366)	N/A	-	-	-	-	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	N/A	-	1,505	-	-	-
Silver, Ellen L.	Kerasotes Theaters - Bank Financing (3Q 02) (D021256)	N/A	-	659	-	-	-
	LIN Television - IPO (D020127)	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014951)	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	0%	-	-	-	2,837	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	N/A	-	659	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014951)	N/A	-	527	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	N/A	-	3,870	-	-	-
	BusinessWire - general advisory (D005685)	25%	-	-	-	4,256	-
Triffo, Dyan	Comcast - acq finc for AT&T Broadband (participant bank) (D020813)	50%	-	-	-	1,702	-
	Digital River - block trade (4Q 01) (D018304)	N/A	-	85	-	-	-
	Liberty Media - Acq opportunities in Europe (D016282)	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	N/A	-	3,408	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	9,457	-
	Walt Disney - \$450mm - IG Bond (D024828)	N/A	-	86	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	N/A	-	3,670	-	-	-
	Comcast - acq finc for AT&T Broadband (participant bank) (D020813)	50%	-	-	-	1,702	-
	Icon Office Solutions - convertible offering (2Q 02) (D020857)	N/A	-	5,025	-	-	-
Yung, Sun J.	Piney Bowes - IG offering (3Q 02) (D026114)	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021166)	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	N/A	-	1,524	-	-	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
EUROPE MEDIA (1)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	BIW PRIOR YTD Franchise Revenue	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Est Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Plan	BIW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	410	8,555	18,347	(9,793)	-	59,171	8,547	17,102	28,920	(20,365)	-	-
Other Advisory	-	-	-	(9,793)	-	59,171	8,547	17,102	28,920	(20,365)	-	-
Total Advisory	410	8,555	18,347	(9,793)	-	59,171	8,547	17,102	28,920	(20,365)	-	-
ABL Origination	-	7,282	2,492	4,770	-	3,668	1,844	9,106	8,265	(1,003)	-	-
HYCM	-	5,281	11,231	(5,970)	-	4,783	2,641	7,902	8,260	(2,999)	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	12,523	13,722	(1,200)	-	8,471	4,486	17,008	16,525	(4,002)	-	-
Equity Underwriting	1	26,103	20,885	5,238	-	44,957	10,239	36,342	-	26,103	-	-
Private Placement-Equity	-	-	162	(162)	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	1	26,103	21,027	5,076	-	44,957	10,239	36,342	28,920	(2,817)	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	900	(900)	-	-	-	-	-	-	-	-
GM LCM JV	-	-	15,705	(15,705)	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	4,191	-	4,191	-	-	-	4,191	8,265	(4,074)	-	-
Total Legacy Portfolios / Cross Selling / Other	-	4,191	16,605	(12,414)	-	-	-	4,191	-	-	-	-
Total Corporate Finance Product	411	51,371	59,701	(18,331)	-	112,599	23,272	74,643	82,630	(31,259)	-	-

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
EUROPE-MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	250	500	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus.&Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	(12)	77	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	-	750	-	EUR TECH
	StoryFirst - valuation of Russian assets (D025060)	-	352	-	None
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	172	172	-	EUR SPON, UK
	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	-	110	-	IBERIA
Total M&A		410	8,555	-	
Total Advisory		410	8,555	-	
	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	1,929	-	EUR SPON
Total HYCM		-	7,262	-	
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.. (D014834)	-	1,980	-	EUR SPON, UK
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON, NA MEDIA
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	292	-	EUR SPON
Total Leverage Loan Fees		-	5,261	-	
Total Debt Products		-	12,523	-	
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,649	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,747	-	FRANCE
	Vivendi Universal - mandatory convertible bond (D026623)	1	22,335	-	FRANCE
Total Equity Underwriting		1	26,103	-	
Total Equity		1	26,103	-	
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
Total Principal Investing / PE Exceptions / Other		-	4,191	-	
Total Legacy Portfolios / Cross Selling / Other		-	4,191	-	
Total Corporate Finance Product		411	51,371	-	

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
EUROPE MEDIA

Franchise Value											
PRODUCT	DEAL	PROBABILITY	Jan	Feb	Mar	Apr	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline	
Total M&A	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	100	1,135	-	-	-	-	(1,135)	1,135	1,135	
	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	0	-	-	-	5,000	-	(5,000)	5,000	-	
	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	25	-	2,000	-	-	-	(2,000)	2,000	500	
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	6,000	-	6,000	-	
	Digiturk - sell-side advisory (D025150)	25	-	-	3,000	-	-	(3,000)	3,000	750	
	Digiturk - sell-side advisory (D025150)	100	-	-	100	-	-	(100)	100	100	
	Flininvest - (Focus) / Focus (ex-Slimfast) (D010069)	75	-	250	-	-	-	(250)	250	188	
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	-	-	4,500	-	4,729	1,125	
	Pearson plc - strategic advisory re Interactive Data Corp (D025866)	0	-	-	-	-	4,729	-	5,000	1,250	
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	5,000	-	-	-	4,000	1,000	
Total Advisory	Reuters - strategic advisory re 53% stake in Tibco (D026052)	0	-	-	-	-	4,000	-	4,000	-	
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	25	-	-	-	-	4,000	-	4,000	-	
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	9,457	-	9,457	-	
	Vivendi- Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabill (D025296)	25	-	-	10,000	-	-	(10,000)	10,000	2,500	
			1,135	2,250	18,100	5,000	-	32,686	(26,485)	59,171	
			1,135	2,250	18,100	5,000	-	32,686	(26,485)	59,171	
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,688	-	-	-	(3,688)	3,688	1,844	
			-	3,688	-	-	-	(3,688)	3,688	1,844	
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	50	-	3,783	-	-	-	(3,783)	3,783	1,891	
	Vivendi Universal Entertainment - Refinancing (D025558)	75	-	-	1,000	-	-	(1,000)	1,000	750	
Total Debt Products			-	3,783	1,000	-	-	(4,783)	4,783	2,641	
			-	3,783	1,000	-	-	(4,783)	4,783	2,641	
			-	7,471	1,000	-	-	(8,471)	8,471	4,486	
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	15,000	-	15,000	-	
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	(2,500)	2,500	1,875	
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000	
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	0	-	-	-	-	10,000	-	10,000	-	
	Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	-	-	-	(9,457)	9,457	2,364	
			9,457	-	2,500	-	-	33,000	(11,957)	44,957	
			9,457	-	2,500	-	-	33,000	(11,957)	44,957	
Total Corporate Finance Product			10,682	9,721	21,600	5,000	-	65,686	(46,913)	112,599	
			10,682	9,721	21,600	5,000	-	65,686	(46,913)	112,599	

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FRANCHISE - REVENUE & PIPELINE BY IND & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Europe Media

BANKER	DEAL	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Auslin, Geoffrey	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Acquisition Advisory	100%	-	-	-	1,135	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Bonds-Corporate High Yield	50%	-	-	-	3,668	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Senior Bank Debt	50%	-	-	-	3,783	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astria) / Astria * (D013840)	Valuation	N/A	-	2,387	-	-	-
	Johnston Press - Acqn advisory for RIM / Pacific (D024213)	Acquisition Advisory	N/A	-	2,188	-	-	-
	Johnston Press - rights issue for acqn of RIM (D022644)	Equity-Rights	N/A	-	1,649	-	-	-
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter- (D014834)	Senior Bank Debt	N/A	-	1,980	-	4,000	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	-	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Acquisition Advisory	N/A	172	172	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Bonds-Corporate High Yield	25%	-	1,929	-	10,000	-
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020486)	Senior Bank Debt	N/A	-	292	-	-	-
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020486)	Equity-Secondary	0%	-	-	-	15,000	-
	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	BSN/B - GAP 200 million convertible bond (D020296)	Equity-Convertible Bonds	75%	-	-	-	2,500	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Acquisition Advisory	100%	-	-	-	1,135	-
	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Bonds-Corporate High Yield	50%	-	-	-	3,668	-
	Bertelsmann - Project Rock / Rock.. (D014619)	Senior Bank Debt	50%	-	-	-	3,783	-
Lovegrove, Stephen	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	Short Term Finance	N/A	-	4,191	-	2,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011443)	Divestiture Advisory	25%	-	-	-	6,000	-
	Digiturk - self-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	100	-
	Digiturk - self-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	3,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	N/A	(12)	77	-	-	-
	JCDecaux - IPO (project Fox) / Fox (D004897)	Equity-IPO	N/A	-	(1,629)	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	Acquisition Advisory	25%	-	-	-	4,500	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	Acquisition Advisory	N/A	-	30	-	-	-
	Johnson - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	4,729	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
	Reuters - strategic advisory re 53% stake in Tibco (D026062)	Divestiture Advisory	0%	-	-	-	4,000	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	Equity-IPO	75%	-	-	-	8,000	-
	TFT - EUR 350mm refinancing - July 2002 (D022100)	Senior Bank Debt	N/A	-	151	-	-	-
	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D093871)	Acquisition Advisory	N/A	-	110	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	10,000	-
MacInnes, Bruce	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	N/A	(12)	77	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	4,729	-
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	Equity-Convertible Bonds	N/A	-	3,747	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	9,457	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	10,000	-
	Bertelsmann - Project Rock / Rock.. (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Digiturk - self-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	100	-
	Digiturk - self-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	3,000	-
	Fininvest - (Focus) / Focus (ex-Silmar) (D018069)	Fairness Opinion	75%	-	-	-	250	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astria) / Astria * (D013840)	Valuation	N/A	250	500	-	-	-
	ProSieben - HY and debt refinancing (D022809)	Bonds-Corporate High Yield	N/A	-	2,367	-	-	-
Lovell, Nicholas	ProSieben - HY and debt refinancing (D022809)	Valuation	N/A	-	5,333	-	-	-
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014882)	Senior Bank Debt	N/A	-	1,712	-	-	-
MacInnes, Bruce	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Merger Advisory	N/A	-	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	25%	-	-	-	5,000	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
 2003-01-15 (Wed)
 EUROS IN 000'S
 Europe Media

BANKER	DEAL	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Thun-Hohenstein, Christian	StoryFirst - valuation of Russian assets (D025060)	N/A	-	352	-	-	-
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022762)	0%	-	-	-	10,000	-
	Bertelsmann - Project Rock / Rock.. (D014619)	N/A	-	2,010	-	-	-
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023540)	N/A	-	4,161	-	-	-
	Deutsche Telekom - Sale options for 19% stake in SES (D011449)	0%	-	-	-	6,000	-
	Filminvest - (Focus) / Focus (ex-Slimfast) (D016069)	75%	-	-	-	280	-
	Filminvest - (Focus) / Focus (ex-Slimfast) (D016069)	N/A	250	500	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	25%	-	-	-	4,000	-
	Vivendi Universal - mandatory convertible bond (D026623)	N/A	1	22,335	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	75%	-	-	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	N/A	-	1,125	-	-	-
	Bridge Loans	-	-	-	-	-	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
ASIA PACIFIC MEDIA (1)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	BAW PRIOR YTD Franchise Revenue	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2003 Full Year Plan	BAW 2003 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	-	-	-	-	-	-	-	-	-	-	-	-
Other Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Advisory	-	-	-	-	-	-	-	-	-	-	-	-
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
HYCM	-	-	-	-	-	-	-	-	-	-	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	-	-	-	-	-	-	-	-	-	-	-
Equity Underwriting	-	-	-	-	-	-	-	-	-	-	-	-
Private Placement-Equity	-	-	-	-	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	-	-	-	-	-	-	-	-	-	-	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	-	-	-	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	(0)	(1)	-	(1)	-	-	-	(1)	-	(1)	-	-
Total Legacy Portfolios / Cross Selling / Other	(0)	(1)	-	(1)	-	-	-	(1)	-	(1)	-	-
Total Corporate Finance Product	(0)	(1)	-	(1)	-	-	-	(1)	-	(1)	-	-

Notes:

- 1: Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2: Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN '000'S
ASIA PACIFIC MEDIA

PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Unallocated Event (***)	(0)	(1)	-	None
Total Principal Investing / PE Exceptions / Other		(0)	(1)	-	
Total Legacy Portfolios / Cross Selling / Other		(0)	(1)	-	
Total Corporate Finance Product		(0)	(1)	-	

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